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SBIR/STTR PM

Marine Corps System Command

Naval Future Force Science and Technology Expo

5 Feb, 2015

DISTRIBUTION STATEMENT A. Approved for public release



MARINE CORPS SYSTEMS COMMAND

EQUIPPING THE WARFIGHTER TO WIN

Who We Are

Marine Corps Systems Command





MARINE CORPS SYSTEMS COMMAND

EQUIPPING THE WARFIGHTER TO WIN



This Ain't US



MARINE CORPS SYSTEMS COMMAND

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Acquisition Cycle





- **Re-invest RDT&E Tax Back Into MCSC Programs**
- **Maximize Cross-Program Application to Provide Strong Return On Investment to the Marine Corps**
- **Deliver Affordable, Innovative Solutions to the Marine through Program Office Identified Needs**
- **Explore Collaborative Investment Opportunities with Others**
- **Balance Risk and Technology Maturity in Seeking High-Impact Innovations**



- **SBIR/STTR Topic Calls**

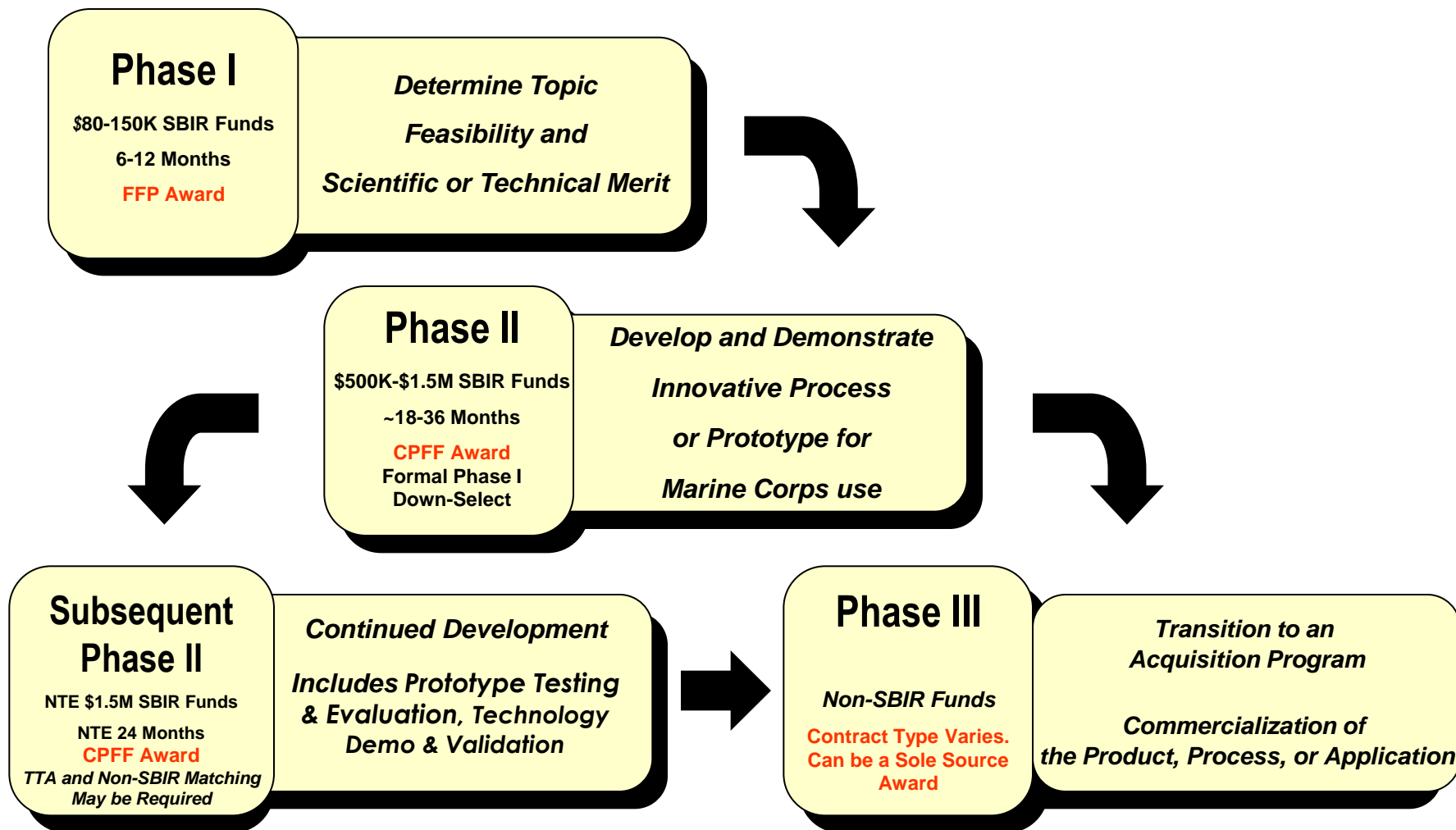
- <http://www.navysbir.com/>

- **USMC/MCSC**

- <http://www.marines.mil/Home.aspx>
- <http://www.marcorsyscom.marines.mil/>
- <http://www.marcorsyscom.marines.mil/ProfessionalStaff/DCSIAT/TechnologyTransitionOffice/SBIRSTTR.aspx>

- **USMC/PEO LS**

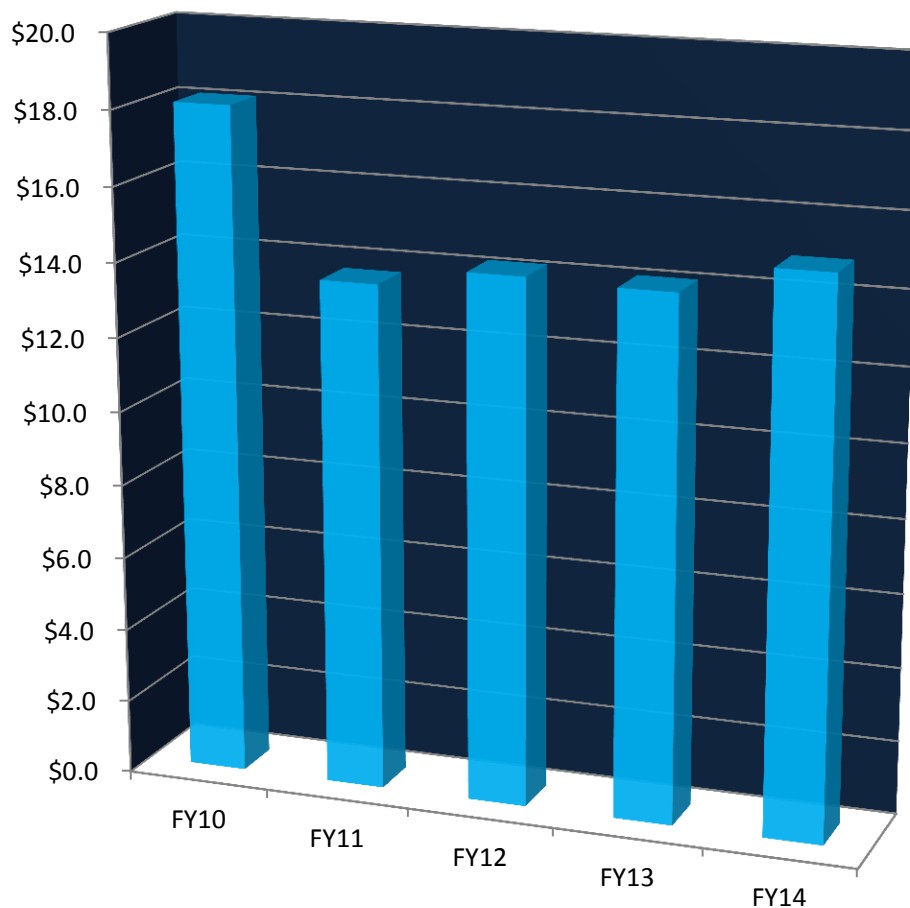
- [http://www.marcorsyscom.marines.mil/Portals/105/PELandSystem/PEO%20LS%20Complete%20section 12-2.pdf](http://www.marcorsyscom.marines.mil/Portals/105/PELandSystem/PEO%20LS%20Complete%20section%2012-2.pdf)
- [http://www.defenseinnovationmarketplace.mil/resources/2014 ATIP Final.pdf](http://www.defenseinnovationmarketplace.mil/resources/2014_ATIP_Final.pdf)



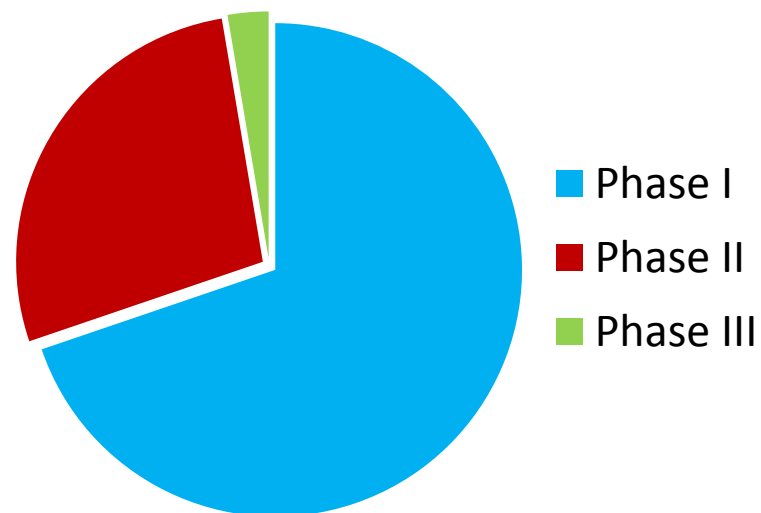


Focused on Increasing Transitions

MCSC SBIR Funding Profile (\$M)

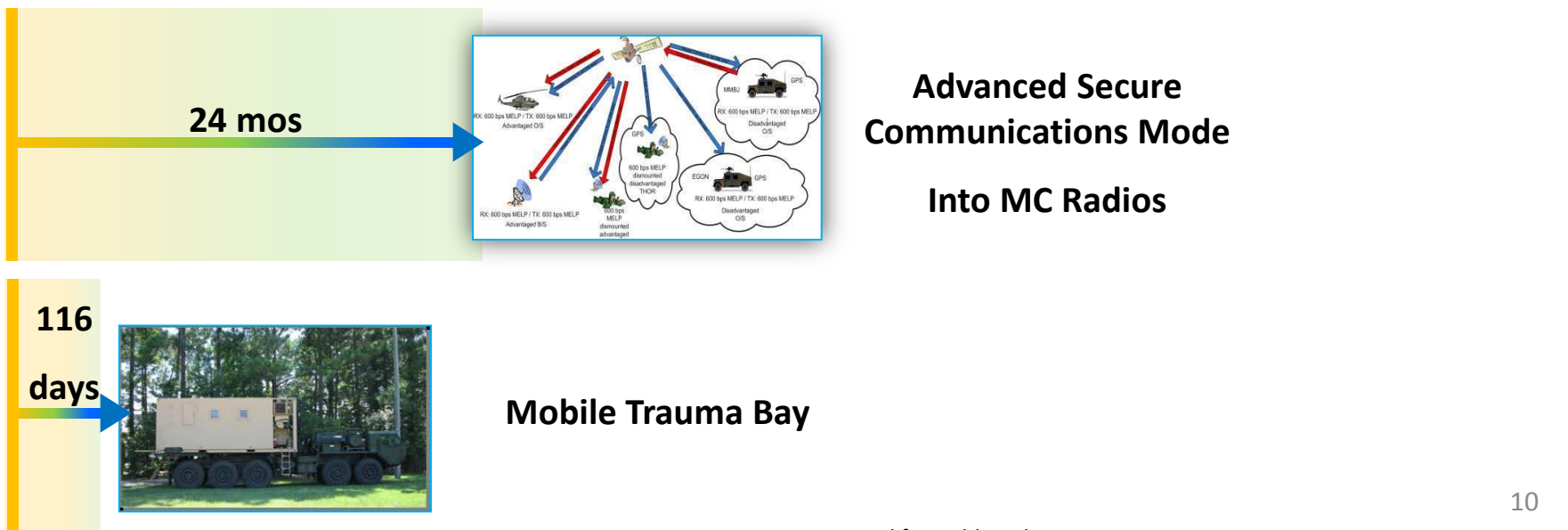


FY 2010-2014 Awards





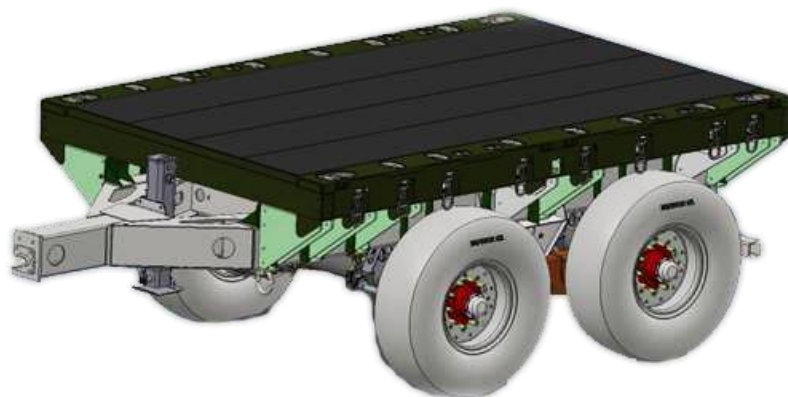
SBIR Program Timeline





Accelerated Technology Development

Lightweight Composite Trailer for Medium Tactical Vehicle Replacement (MTVR) (Pacific Engineering Inc)



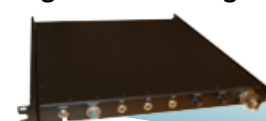
Integrated Combat System for Networking on the Move (NOTM) Vehicles

(Trident Systems Inc)

Multiple C2 Systems



Engine Monitoring



Integrated Combat System for NOTM Vehicles





High Fidelity Computational Physics Modeling (Corvid Technologies)

Phase II Cost-Share with Army SBIR

Phase III's...so far: 3 contracts - ~\$11.6M





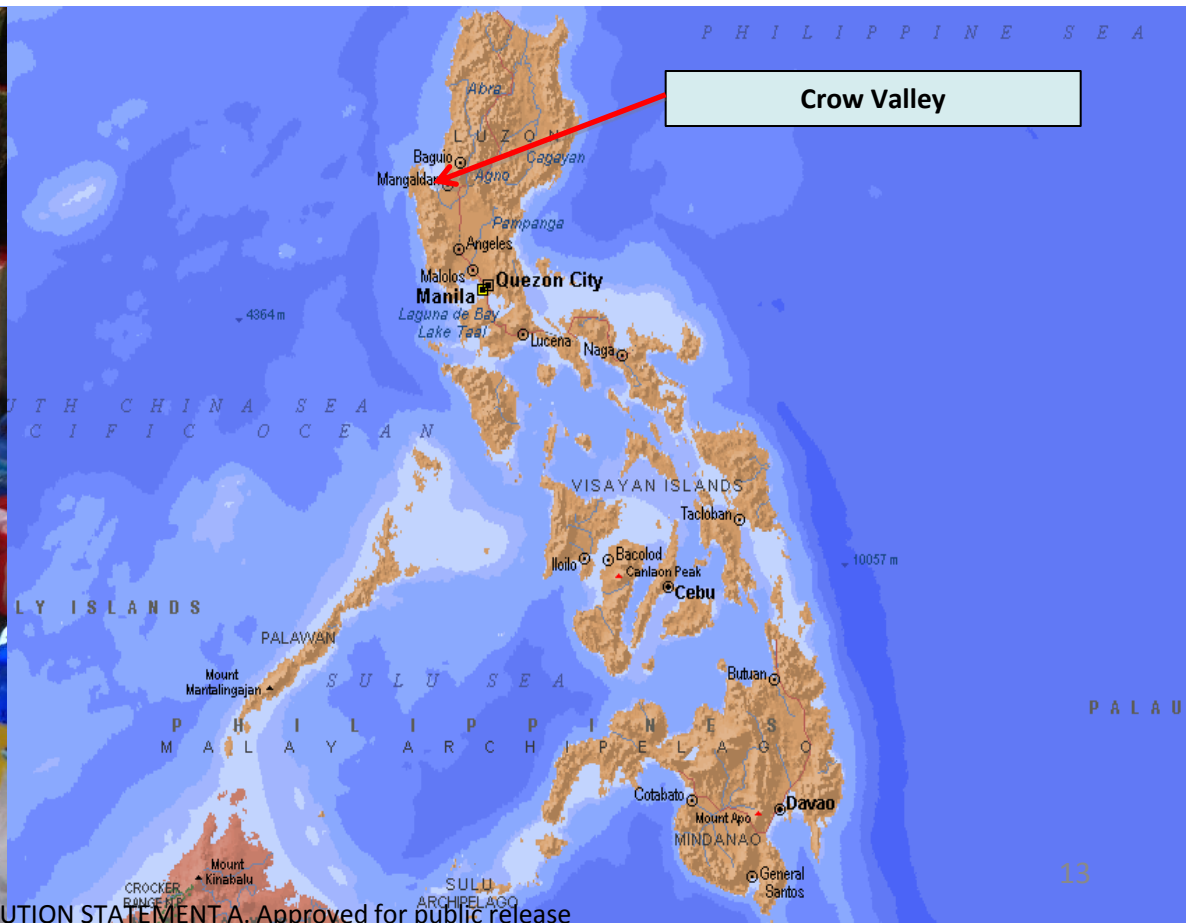
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SBIR Experimentation Pilot

Cascade Designs, Inc.

SE10K Batch Oxidant Generator

Exercise Balikatan, May 2014





- **Technical Point of Contact (TPOC)/Contracting Officer's Representative (COR):** *Your gateway to the Sponsor. Often the initial topic author and are acting as agents of the Sponsoring Program Office. Monitor technology development and aid in transition planning. In the case of a COR, reviews invoices as applicable.*
- **Contracting Officer/Contracting Specialist:** *Responsible for all contracting actions and only ones authorized to change your contract.*
- **Sponsoring Program Office:** *The organization within the Systems Command that is "Sponsoring" the development of the technology. Facilitate transition planning activities as the technology demonstrates viability for the intended application. These guys are the decision makers for their respective Programs and the Sponsors for future fleet experimentation activities.*
- **SBIR Program Manager:** *Runs the SBIR/STTR program at the SYSCOM level. We will block and tackle as needed.*



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Transition is a Contact Sport

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Study your Potential Customers

Engage Customers Early and Often

Measure Yourself Against Your Peers

Perform, Perform, Perform

Evaluate the Market and Think Strategically

Respond in a Timely Manner

Focus on Capabilities and Technology Solutions

Intest in Yourself and Plan for Success